



Business Development Division (BDD)

Accomplishments:

2010 End-of-Year Report

BDD has four primary areas of focus: Small Business Services, Neighborhood Business Development, Commercial/Industrial Redevelopment, and Tax Incentive Administration. In total, BDD has seven categories of performance objectives, which include (1) Small Business Services, (2) Neighborhood Business Development, (3) Commercial/Industrial Redevelopment, (4) Tax Incentive Administration, (5) the Sidewalk Vending Program, (6) the Capital Arts Program, and (7) Business and Community Technical Assistance.

1. **Small Business Services:** Facilitate the creation, growth, and sustainability of small businesses. Provide direct access to counseling/training service providers and financial assistance for fixed assets, inventory, and working capital.

Unit of Measure	2009	2010 2nd Half	2010 End-of-Year Total	2011 Goal
Number of Individuals Assisted	283	175	417	350
Percent of Goal Achieved	81% Goal = 350		119% Goal = 350	
Numbers of Businesses Assisted	336	94	190	175
Percent of Goal Achieved	258% Goal = 130		109% Goal = 175	
Number of Loan Applications Processed	56	35	51	50
Percent of Goal Achieved	140% Goal = 40		128% Goal = 40	
Number of Small Business Loans Completed (See table below)	5	1	4	5
Percent of Goal Achieved	100% Goal = 5		80% Goal = 5	

Small Business Loans Completed in 2010:

Business Name	Neighborhood	Type	Loan Amount	Jobs Created or Retained
Trattoria Roma	Downtown	Grow Cincinnati Fund	\$251,000	20 created/ retained
Creative Steps	Evanston	MicroCity (Perm. Wkg Capital)	\$35,000	17 retained
Fresh Table	OTR	MicroCity (Perm. Wkg Capital)	\$35,000	5 created
Supreme Cuts	Walnut Hills	MicroCity (Perm. Wkg Capital)	\$8,000	4 created
TOTAL			\$329,000	46

- 2. Neighborhood Business Development:** Assist communities in improving the economic vitality of neighborhood business districts (NBDs). Implement projects to improve the vitality and physical condition of the NBDs. Implement capital projects (such as streetscapes, parking, awning, façade programs, gateways, and other public improvements) and real estate redevelopment projects through the Neighborhood District Improvement Program (NBDIP) and other funding sources. Work with business associations and community councils through the Neighborhood Business District Support Fund (NBDSF) to promote and enhance and increase the viability of the NBDs. Typical NBDSF projects include marketing material, special events, landscaping, general maintenance, etc.

Units of Measure	2009	2010 2 nd Half	2010 End-of-Year Total	2011 Goal
Number of Development Agreements and Miscellaneous Completed (non - NBDIP) (See table below)	10	4	11	5
Percent of Goal Achieved	200% Goal = 5		220% Goal = 5	
Number of New NBDIP Projects Implemented (See table below)	15	5	9	7
Percent of Goal Achieved	300% Goal = 5		180% Goal = 5	
Number of NBDIP Projects Currently Active	49		37	N/A
Number of NBDIP Projects Completed (See table below)	7	3	9	7
Percent of Goal Achieved	140% Goal = 5		180% Goal = 5	
NBDSF: Number of New Projects Implemented	94	26	55	N/A
Percent of Goal Achieved	118% Goal = 80		69% Goal = 80	

Development Agreements and Miscellaneous Completed in 2010:

Project Name	Neighborhood	City Funding	Private Funding	Current Status	Jobs Created/ Retained
Highland Ave. VA Building Streetscape	Corryville	\$370,000	-	Substantially Complete	-
Incline Village Grant to Assist with Development of Market Rate Housing	East Price Hill-Incline District	\$750,000	\$1.7 Million	Agreement Executed; Construction in 2011	TBD
DeSales Corner Parking Lot Development	East Walnut Hills	\$650,000	-	Demolition, Design	-
American Can Building	Northside	\$2,350,000	\$17 million	Under Construction	50
Oakley Streetscape – Phases II and III	Oakley	\$2 million	-	Under Construction	-
Ensemble Theatre of Cincinnati (Capital Arts)	OTR	\$176,000	-	Project Underway	-
Findlay Market Storefront Rehab	OTR	\$35,000	TBD	Agreement Executed; Design Phase	TBD
Know Theatre Cincinnati (Capital Arts)	OTR	\$50,000	\$50,000	Project Underway	-
A&B Deburring Co. (Empowerment Zone Expansion) Forgivable Loan	Queensgate	\$300,000	\$66,000	Loan Complete	12
Cincinnati Ballet Company (Capital Arts)	West End	\$44,000	-	Project Completed	-
Nehemiah Mfg. Co. (Empowerment Zone Expansion) Loan & Forgivable Loan	West End	\$2 million	-	Loan Complete	75
TOTAL		\$8,725,000	\$18,816,000		137

NBDIP Projects Implemented (Begun) in 2010:

Project Name	Neighborhood	City Funding
Merchants Lot Revitalization	Clifton	\$30,000
Streetscape Improvements -- Old Town	Clifton Heights	\$410,000
College Hill Gateway – North	College Hill	\$90,000
Gen Kress Parking Lot Expansion	College Hill	\$305,000
Stanley Avenue Streetscape	Columbia-Tusculum	\$160,000
Corryville Parking Lot Enhancement Project	Corryville	\$150,000
Parking Lot Lighting	East Walnut Hills	\$5,000
South Block Cecil Bldg Renovation	Northside	\$131,000
Warsaw Avenue Streetscape Improvements -- Phase II	West Price Hill	\$550,000
Total		\$1,831,000

NBDIP Projects Completed in 2010:

Project Name	Neighborhood	City Funding	Businesses Assisted
Clifton Plaza on Ludlow Avenue	Clifton	\$300,000	64
Old Town Streetscape Study	Clifton Heights	\$30,000	n/a
College Hill Gateway -- South	College Hill	\$112,000	50
Stanley Avenue Streetscape	Columbia-Tusculum	\$160,000	7
St. Gregory Street Streetscape	Mt. Adams	\$1.2 million	22
Beechmont Ave Streetscape Phase III & Gateway	Mt. Washington	\$130,000	50
South Block Parking Lot	Northside	\$129,000	7
Oakley Square Gateway & Traffic Improvements	Oakley	\$680,000	19
Vine St. Streetscape, Phase II – 12 th /Jackson	OTR	\$250,000	3
Total		\$2,991,000	222

3. **Commercial/Industrial Redevelopment** – *Strategic Program for Urban Redevelopment (SPUR)/ GO Cincinnati*: Work proactively to return vacant, contaminated, or underutilized land to productive uses. Create jobs, increase the tax base, and enhance public health. Utilize City, State, and Federal resources through SPUR, an interdepartmental team lead by DCD, to facilitate steps such as acquisition, assessment, remediation, demolition, rehabilitation, and public infrastructure improvements.

Units of Measure	2009	2010 2 nd Half	2010 End-of-Year Total	2011 Goal
Acres Prepared for Development	0	6	109	5
Percent of Goal Achieved	0% Goal = 5 acres		2,180% Goal = 5 acres	
Number of Acres Currently Under Development	141		201	50
Percent of Goal Achieved	282% Goal = 50 acres		404% Goal = 50 acres	

Completed SPUR Project List:

Project Name	Project Type	# of Acres	Neighborhood	City Funds	Private or Other Public Funds	New Jobs Expected	Status
Camp Washington Plan	Planning	N/A	Camp Washington	\$41,650	\$0	N/A	Plan completed
Center Hill Commerce Park	Remediation/ Demolition	66	Winton Hills	\$1,546,813	\$2,163,000	0	Remediation completed
Millcreek Business Park	Remediation/ Demolition	20	Bond Hill	\$925,000	\$2,130,000	0	Remediation/ Demolition completed
Millcreek Business Park	Construction/ Redevelopment	4.5	Bond Hill	\$400,000	\$11,000,000	100	Completion of new Graeters production facility
Former NuTone Site	Construction/ Redevelopment	8	Madisonville	\$3,200,000	\$15,000,000	620	Completion of Medpace's first 132,000 SF office building
Providence North Site	Environmental Assessment	2	West End	\$4,898	\$361,058	0	Assessment completed
Summit Business Park	Construction/ Redevelopment	6.2	Roselawn	\$0	\$4,000,000	10	Links Unlimited new building under construction
Summit Business Park	Construction/ Redevelopment	6.8	Roselawn	\$1,230,000	\$5,646,894	79	Eurostampa new building under construction
Totals		109		\$7,348,361	\$40,300,952	809	

****Bold Text denotes 'Acres Prepared for Development'**

Active SPUR Project List:

Project Name	Project Type	# of Acres	Neighborhood	City Funds	Private or Other Public Funds	New Jobs Expected	Status
American Can/ Factory Square	Remediation/ Demolition	8.5	Northside	\$750,000	\$300,000	0	To commence final remediation activities in October 2010
American Can/ Factory Square	Construction/ Redevelopment	8.5	Northside	\$1,600,000	\$18,000,000	150	Under construction; Fall 2011 completion anticipated
Center Hill Commerce Park	Construction/ Redevelopment	66	Winton Hills	\$696,000	\$40,000,000	280	Property available
Former Hudepohl Brewery Site	Environmental Assessment	1.6	Queensgate	\$0	\$100,000	0	Environmental assessment underway
Jordan's Crossing Site	Remediation/ Demolition	22.9	Bond Hill	\$1,904,000	\$3,500,000	0	Denied Job Ready Sites grant; reassessing
Jordan's Crossing Site	Construction/ Redevelopment	22.9	Bond Hill	\$500,000	\$33,000,000	775	Seeking redevelopment interests
Former Kahn's/Sara Lee Site	Remediation/ Demolition	16.8	Camp Washington	\$400,000	\$3,600,000	0	Grant funds approved; work to begin Fall 2010
Former Kahn's/Sara Lee Site	Construction/ Redevelopment	16.8	Camp Washington	\$0	\$3,600,000	75	Property available for redevelopment in 2012
MetroWest Commerce Park	Remediation/ Demolition	18	Lower Price Hill	\$4,617,183	\$3,165,142	0	Remediation delayed; completion expected early 2011
MetroWest Commerce Park	Construction/ Redevelopment	18	Lower Price Hill	\$5,601,050	\$25,000,000	400	Property available for redevelopment in Spring 2011
Millcreek Business Park	Construction/ Redevelopment	15.5	Bond Hill	\$1,500,000	\$20,000,000	200	Property available
Myron Johnson Site	Remediation/ Demolition	2.5	Northside	\$500,000	\$200,000	0	Demo to begin Fall 2010
Myron Johnson Site	Construction/ Redevelopment	2.5	Northside	\$0	\$10,000,000	100	Negotiating with interested developers
Former NuTone Site	Remediation/ Demolition	29	Madisonville	\$0	\$8,100,000	0	Grant agreement executed
Former NuTone Site	Construction/ Redevelopment	21	Madisonville	\$4,134,000	\$70,424,000	719	Remediation to be completed prior to construction
Providence North Site	Remediation/ Demolition	3	West End	\$213,356	\$4,161,830	0	Grant funds approved; work to begin Fall 2010
Providence North Site	Construction/ Redevelopment	3	West End	\$0	\$4,161,830	100	Construction Expected to begin Fall 2011

Queensgate South	Remediation/ Demolition	17	Queensgate	\$561,979	\$4,206,676	0	CNS expected in 2010
Queensgate South	Construction/ Redevelopment	17	Queensgate	\$956,109	\$20,000,000	500	Property available for redevelopment Fall 2010
Totals		201		\$23,933,677	\$271,519,478	3,299	

4. **Tax Incentive Administration:** Administer the Department's tax incentive agreements, which include Enterprise Zone, Job Creation Tax Credit (JCTC), Property Investment Reimbursement (PIR), and the CRA Tax Exemption Program.

Units of Measure	2009	2010 2 nd Half	2010 End-of-Year Total	2011 Goal
Active Tax Incentive Agreements Monitored Yearly – All Types	115		108	110
Percent of Goal Achieved	88% Goal = 130		126% Goal = 86	
New Tax Incentive Agreements Completed – All Types *(See below table for details)	6	2	12	5
Percent of Goal Achieved	120% Goal = 5		240% Goal = 5	
Active Enterprise Zone Agreements	56		39	30
Percent of Goal Achieved	100% Goal = 56		70% Goal = 56	
Active Job Creation Tax Credit (JCTC) Agreements	17		17	8
Percent of Goal Achieved	100% Goal = 17		100% Goal = 17	
Active Property Investment Reimbursement (PIR) Agreements	12		13	14
Percent of Goal Achieved	92% Goal = 13		100% Goal = 13	
Active Commercial CRA Agreements	30		39	43
Percent of Goal Achieved	107% Goal = 28		115% Goal = 34	

Notes on 2010 Tax Incentive Activity: In 2010, DCD completed 12 tax incentive agreements totaling approximately \$19.5 million, of which only \$2.8 million is the City's portion. This is due to the fact that the City receives only 13% of real property tax receipts. In total, Cincinnati Public Schools is expected to receive payments of \$6.4 million. These 12 tax incentive agreements are expected to result in approximately \$83.1 million in private investments, 178 new jobs, and 324 retained jobs.

New Tax Incentive Agreements Completed in 2010:

Client	Project Description	Amount of Incentive (est'd)	City Income Tax Revenue created/retained (est'd)	Jobs created/retained (est'd)
3033 Robertson Avenue, LLC (CRA)	Renovation and expansion of Aegis Protective Services in Oakley, creating 30 new jobs and retaining 140 existing jobs	City – \$13,080 Total – \$97,580	\$894,600	170
9487 Dry Fork Road, LLC (LEED-CRA)	Renovation of 2,800 s.f. of retail space at 1202 Main St. for Park + Vine green general store	City – \$4,560 Total – \$34,080	\$10,920	1.5
ACG Federal Reserve LLC (LEED-CRA)	\$18 million renovation of high-rise mixed use building in Central Business District at 4 th and Race Streets	City - \$577,800 Total - \$4,314,700	\$6,840	1
American Can Building, LLC (CRA)	Redevelopment of American Can factory building into 107 apartment units and 12,000 s.f. of commercial space	City – \$283,130 Total – \$2,114,230	\$29,400	85
Highland MOB, LLC (LEED-CRA)	New construction of 24,700 s.f. medical office building to house VA operations	City – \$136,350 Total – \$1,018,200	\$472,500	50
1400 Race, LLC (CRA)	Renovation of a historic building in OTR for 3CDC offices	City – \$99,840 Total – \$745,440	\$977,760	111
65 West, LLC (LEED-CRA)	New construction of a 129-unit apartment building at the former Friar's Club building in Clifton Heights	City – \$681,450 Total – \$5,088,450	\$7,875	1
Keidel Supply Company, Inc. (CRA)	Renovation of a building in Bond Hill to consolidate Keidel operations from Madeira, Norwood, and Sharonville	City – \$13,080 Total – \$97,580	\$252,000	45

Fay Limited Partnership and Wallick/Stern-Hendy Properties, LLC (CRA)	Renovation of 893-unit apartment community	City – \$464,640 Total – \$3,469,600	\$132,400	22
Gamma Xi 21, Inc. (LEED-CRA)	New construction of a 3-story student housing facility for Delta Tau Delta fraternity	City – \$48,000 Total – \$358,300	\$5,250	4 (construction period only)
1415 Vine, LLC (CRA)	Renovation of 9 historic buildings in OTR into 32 residential units and 9 commercial units	City – \$249,960 Total – \$1,866,720	\$136,080	16
Keidel Supply Company, Inc. (PIR)	Renovation of a building in Bond Hill to consolidate Keidel operations from Madeira, Norwood, and Sharonville	City - \$210,000	\$210,000	45 (already counted above)
TOTAL		City - \$2,781,890 Total - \$19,414,880	\$2,925,625	502.5

5. **Sidewalk Vending Program:** Provide for the safe and orderly operation of food and merchandise vendors in designated vending districts, including the Central Business District.

Units of Measure	2009	2010 End-of-Year Total	2011 Goal
Revocable Street Privileges (RSPs) Currently Issued for Sidewalk Locations	125	101	N/A
RSPs Currently Available for Sidewalk Locations	148	114	N/A
RSPs Currently Issued for Mobile Food and Beverage Vending	N/A	20	N/A
RSPs Currently Available for Mobile Food and Beverage Vending	N/A	20	N/A

Notes on Current Vending Activity: Of the 101 RSPs currently issued, 68 are year-long RSPs obtained through the Vending Lottery and 33 are short-term RSPs (less than one year). The short-term RSPs will expire prior to the Lottery in March whereas the RSPs obtained in the Lottery can be renewed for up to 3 years with an additional two 2-year renewals (7 years total).

6. **Capital Arts Program:** The CAP program provides funding assistance to non-profit artistic and cultural organizations for capital improvement projects designed to expand, renovate, construct, or equip cultural arts facilities located within City neighborhoods. These capital projects assist the nonprofit cultural community in providing increased public service, greater access, enhanced exhibition or performing space and in developing cultural facilities that can be operated more effectively or efficiently. Funds are provided in exchange for services provided to the public.

Units of Measure	2009	2010 2 nd Half	2010 End-of-Year Total	2011 Goal
Number of Active Projects	9		5	N/A
Dollar Amount of Active Projects	\$448,738		\$321,732	N/A
Number of Projects Completed	2	2	4	N/A
Dollar Amount of Completed Projects	\$108,000	\$75,000	\$127,000	N/A
New Grants Awarded	3	0	0	N/A

7. Business and Community Technical Assistance: Provide technical assistance to businesses and community members.

Units of Measure	2008	2009	2010 2nd Half	2010 End-of-Year Total
Number of Business Consultations	2,509	3,088	1,449	3,221
Number of Community Consultations	872	870	632	1198
Number of Referrals	148	200	108	229